

CASE STUDY



Client: CRGITS

Industry: IT consulting (focused on infrastructure, compliance, and security)

Solution: Various solutions across CRGITS' clients including community cloud, hosted firewall, disaster recovery, and cloud storage

Location: Cleveland, Ohio

Challenge: To maintain affordable costs through a challenging large application migration.

Result: 68% in savings over the public cloud and 47% in savings over physical onsite systems, resulting in thousands of dollars in savings every year.

Company Bio

CRGITS is a managed services provider and NFINIT channel partner offering global enterprise IT solutions.

Cloud- and IaaS-Driven Growth

The team at CRGITS is constantly in need of some type of data center element to better serve their clients. That demand has only grown lately with the rise in cloud options and offsite infrastructure as a service (IaaS) approaches. Over the course of 21+ years in business, CRGITS CEO Craig Gemmill has experimented with many solutions and become familiar with all the associated pain points.

Hidden costs with public cloud providers, for example, are very real.

Many companies moving to public cloud platforms such as Amazon Web Services (AWS) and Microsoft Azure don't have the personnel to effectively provision and manage their public cloud investment as it grows, Gemmill explains. It quite literally spirals out of control.

"Unless you're building a purpose-built solution using micro-services in the cloud, most IT groups dip their feet in the water by deploying a VM," he says. "This is where the trouble begins. Even with one single VM, you may have created 50 resources in your account. Sure, it was easy to do, but do you really understand what every one of those resources do and how you manage them

independent of the VM? It's very different from what many people are expecting, making it easy to get lost in the mound of resources and their associated costs."

“NFINIT is basically an extension of our services, and we need to be able to have a direct pipeline to those guys – and we have that.”

Craig Gemmill
CHIEF EXECUTIVE OFFICER

The Challenge: Application Migration

The 2020 application migration for one of CRGITS' clients, an international relocation support service provider, is the perfect example.

The client acquired a custom-built software solution that had previously existed in a Nutanix and VMware environment. The architecture of the application included about 100 servers and a wide array of software packages.

CRGITS worked with NFINIT to move the client's application into NFINIT's Community Cloud, a hybrid solution that offers the control and security of a private cloud with the cost savings and resource scaling of a public cloud. NFINIT provided the migration tools,



	PRIVATE CLOUD	COMMUNITY CLOUD	PUBLIC CLOUD
Tenancy	Single Tenant	Multi-Tenant	Multi-Tenant
Application Migration	Customize infrastructure for applications	Leverage platform tools or custom solutions	No customization, limited to platform tools
Network/Connectivity	Isolated physical devices; customizable access via internet, fiber, VPN	Shared physical devices; customizable access	Shared physical devices; internet access and L2
Resource Configuration	Fully customizable	Fully customizable	Predefined by provider
Performance Expectations	High level of performance predictability	Performance predictability subject to infrastructure contention	Performance predictability subject to infrastructure contention
Platform Support and Maintenance	Fully transparent/customizable maintenance and support regimen	Limited platform transparency/standardized maintenance and support regimen	Zero transparency/standardized maintenance and support regimen
Scalability	Scales in predefined packages/units	Granular scaling on-demand	Granular scaling on-demand
Total Cost	\$\$\$	\$	\$\$
Variable (Metered) Usage Costs	No	No	Yes

bandwidth, and technical resources to assist - plus, additional engineering support resources for times when the requests went above and beyond what CRGITS was able to handle in a reasonable amount of time.

Over the course of about three months, NFINIT brought in a team of engineers to work closely with CRGITS to architect the client's environment with accuracy and transparency. This application lift and shift effectively doubled the client's IT environment with NFINIT; in addition to community cloud, the client also leverages hosted firewall, disaster recovery, and cloud storage.

"The community clouds are getting a lot of attention right now because they can accomplish the same thing for a fraction of the cost," Gemmill said. "The public cloud has this tendency to sell you a product or a resource and not make it apparent that there are a lot of additional fees associated with the usage of that resource, whereas the community clouds (NFINIT) will typically provide a simplified upfront agreement, which our customers prefer when compared to the overwhelming nature of public cloud billing."

The Result: Happy Clients and Lower Costs

CRGITS priced out this same application migration over public clouds and physical onsite infrastructure. NFINIT's solution offered 68% savings over the public cloud option and 47% savings when compared with on-premises data centers (not including any payroll costs). The bulk of the savings were related to the cost of virtual machines and their resources.



68% savings
over the public cloud



47% savings
over physical onsite systems

“The reason why the savings are so significant is that the public clouds are really not great for creating servers,” Gemmill said. “Public clouds are very costly when you’re creating virtual servers. Community clouds do it much more cost-effectively.”

Importantly, this is not an unusual use case for the NFINIT/CRGITS partnership.

“We’re pricing out other solutions with NFINIT, and it’s all in the same ballpark,” he explained.



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A 20+ Year Partnership

The reliably affordable data center and cloud costs across clients is one reason why Gemmill has been working with NFINIT for more than 20 years, but it’s not the only explanation. The partnership started around 2000, when CRGITS was looking for a colocation hosting center and landed with a company that is now NFINIT.

“NFINIT has one of the best support groups that I've ever dealt with in a cloud operation or data center,” he said. “That has been one of the highlights of our relationship.”

NFINIT doesn’t offer the “point-and-click” solutions that others do, he explained. Instead, the NFINIT team talks the situation through with the client, deciding together on the best technology roadmap with the engineers who are working on the backend platforms.

“NFINIT is one of the easiest to work with; there’s just no way around it,” Gemmill said. “You’re not dealing with this hierarchy of salesmen. I can pick up the phone or shoot an email and get in contact with one of the guys that operates or manages the very specific element within their environment. That was very attractive to us because in other data centers / cloud solutions, you’re never going to talk to the engineers that actually work on the platforms; you have so many layers of abstraction before you get to that point. NFINIT is basically an extension of our services, and we need to be able to have a direct pipeline to those guys – and we have that.”

That’s not to say there’s no place for the public cloud vendors, as well; Gemmill works with them quite a bit. But with those solutions, “you’re going to pay more and lose some control,” he said. Plus, working with NFINIT doesn’t mean turning your back on those solutions, either.

“It’s really not an all-or-nothing with NFINIT,” Gemmill said. “They’re tied in better than most or just as well as any other data center to these other cloud providers, so you can create all kinds of hybrid approaches. You don’t have to only work with NFINIT; they can be a piece of the solution.”

But what about the physical distance between CRGITS, which is based in Cleveland, and NFINIT, with a home base in San Diego? It’s not a concern for Gemmill, and in fact, NFINIT’s location is a bonus.

“The locations of NFINIT’s data centers are very safe areas as far as natural disasters go, whereas some of the other data centers we work with are in more volatile geographic areas such as Atlanta, Chicago and New York,” he explained.

All in all, Gemmill describes NFINIT’s differentiators this way: “NFINIT is cutting-edge, with a reliable talent pool – at a very cost-effective price.”

NFINIT is a leading provider of enterprise-class connectivity, cloud, colocation, and technology services for businesses with stringent security and compliance needs.



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